

Message Text

LIMITED OFFICIAL USE

PAGE 01 PEKING 00713 140305Z
ACTION EA-09

INFO OCT-01 ISO-00 EB-08 COME-00 CIAE-00 INR-07
NSAE-00 STR-04 L-03 SS-15 SP-02 HEW-04 INT-05
AGRE-00 NSC-05 /063 W
-----140313Z 063288 /66
R 130650Z APR 77
FM USLO PEKING
TO SECSTATE WASHDC 7582
INFO AMCONSUL HONG KONG

LIMITED OFFICIAL USE PEKING 0713

E.O. 11652: N/A
TAGS: BTRA ETRD CH US
SUBJ: VISIT TO PEKING OF NATIONAL COUNCIL FOR US-CHINA TRADE

REF: STATE 067549

1. SUMMARY AND INTRODUCTION. IMPORTERS STEERING COMMITTEE OF NATIONAL COUNCIL FOR US-CHINA TRADE (NCUSCT) VISITED PEKING APRIL 7-11. MEETINGS WERE HELD WITH CHINA COUNCIL FOR THE PROMOTION OF INTERNATIONAL TRADE (CCPIT) AND FOUR FOREIGN TRADE CORPORATIONS TO DISCUSS PROSPECTS FOR PRC EXPORTS TO THE US AND TO ATTEMPT TO RESOLVE PROBLEMS ENCOUNTERED BY AMERICAN FIRMS IMPORTING FROM CHINA. PRC OFFICIALS EXPRESSED INTEREST IN THE CONTINUED DEVELOPMENT OF TRADE RELATIONS BETWEEN CHINA AND THE US AND SAID THEY WOULD WORK TO ELIMINATE AS MANY OBSTACLES AS POSSIBLE. DELEGATION MEMBERS WERE GENERALLY PLEASED WITH DISCUSSIONS AND RESULTS OF VISIT. END SUMMARY.

2. TEN-MEMBER DELEGATION HELD TWO-HOUR GENERAL MEETING APRIL 8 WITH CCPIT OFFICIALS, LED BY TUNG CHAO, DIRECTOR OF THE LIAISON DEPARTMENT. TUNG RECOUNTED LAST YEAR'S NATURAL DISASTERS AND THE
LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 PEKING 00713 140305Z

SABOTAGE OF THE GANG OF FOUR, ALL OF WHICH HAD DEEPLY AFFECTED CHINA'S FOREIGN TRADE. HE QUOTED CHAIRMAN HUA WHO HAD PROMISED THAT 1977 WOULD BE A YEAR OF RECOVERY WHICH WOULD LAY THE GROUNDWORK FOR EVEN GREATER DEVELOPMENT IN THREE YEARS, THUS CREATING FAVORABLE CONDITIONS FOR THE FURTHER DEVELOPMENT OF FOREIGN TRADE. AS FOR US-CHINA TRADE, TUNG EXPRESSED

OPTIMISM ABOUT THE FUTURE OF TRADE RELATIONS AND SAID HE WAS CERTAIN THEY WOULD CONTINUE TO DEVELOP. ALTHOUGH LAST YEAR'S TRADE VOLUME WAS DOWN, THAT WAS NOT UNUSUAL BECAUSE TRADE LEVELS VARY FROM YEAR TO YEAR.

3. GEORGE KRIEGER, ACLI INTERNATIONAL, LEADER OF THE DELEGATION, DESCRIBED IN GENERAL TERMS US-CHINA TRADE AS SEEN BY AMERICAN IMPORTERS AND REFERRED SPECIFICALLY TO SOME OF THE PROBLEMS THE DELEGATION PLANNED TO DISCUSS WITH THE FOREIGN TRADE CORPORATIONS. THESE INCLUDE IMPROVEMENTS IN (A) SPEED AND CONTENT OF PRC COMMUNICATIONS; (B) MEANS AND SPEED OF PAYMENT; (C) PRC ADHERENCE TO DELIVERY SCHEDULES; (D) ATTENTION TO SHIPPING REQUIREMENTS OF US FIRMS; AND (E) THE RESOLUTION OF CONTRACTUAL DISPUTES.

4. MELVIN SEARLES, VICE PRESIDENT OF THE NCUSCT, SUGGESTED THAT THE CCPIT REVIEW ITS POLICY ON THE REGISTRATION OF PRC TRADEMARKS IN THE US IN ORDER TO ENSURE THAT ITS INTERESTS ARE FULLY PROTECTED. LIU SHAO-SHAN, DEPUTY DIRECTOR OF THE LEGAL AFFAIRS DEPARTMENT, CCPIT, REPLIED THAT THE FOREIGN TRADE CORPORATIONS WOULD BE CAREFULLY REGISTERING PRC TRADEMARKS IN ACCORDANCE WITH US LAW. (COMMENT: LIU LATER TOLD US THAT SUCH REGISTRATION WOULD BE DONE BY THE PRC'S HONG KONG REPRESENTATIVES (SUCH AS CHINA RESOURCES COMPANY) OR BY US COMPANIES ON BEHALF OF THE FOREIGN TRADE ORGANIZATIONS. NEITHER THE FTC'S NOR THE PRC LIAISON OFFICE WILL REGISTER THE TRADEMARKS DIRECTLY. LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 03 PEKING 00713 140305Z

LIU ALSO TOLD US THAT UNDER PRC LAW IT IS NOT POSSIBLE FOR US COMPANIES TO REGISTER THEIR TRADEMARKS IN THE PRC BEFORE NORMALIZATION OF RELATIONS. END COMMENT.)

5. SEPARATE MEETINGS WERE HELD LATER ON APRIL 8 AND 9 WITH FOUR FOREIGN TRADE CORPORATIONS FOR INDIVIDUAL PRESENTATIONS ON FOODSTUFFS, TEXTILES, CHEMICALS, AND MINERALS AND METALS. EACH PRESENTATION DEALT WITH MARKET TRENDS, PROSPECTS FOR PRC EXPORTS, AND APPLICABLE US LAWS AND REGULATIONS. THE IMPORTERS WERE GENERALLY PLEASED WITH THE DISCUSSIONS AND IMPRESSED WITH THE WILLINGNESS OF RTC OFFICIALS TO TALK ABOUT THE RESOLUTION OF SPECIFIC PROBLEMS. ONE MAJOR PROBLEM WHICH APPEARS TO HAVE BEEN RESOLVED IS THAT OF PRC REFUSAL TO COMPLY WITH FDA REGISTRATION PROCEDURES ON LOW-ACID CANNED FOODS. THE DELEGATION BELIEVES THAT THE PRC WILL NOW TAKE THE NECESSARY STEPS TO SATISFY FDA REQUIREMENTS, WE PRESUME INDIRECTLY.

6. IN SEPARATE MEETINGS WITH CCPIT, SEARLES DISCUSSED ARRANGEMENTS FOR THE FOLLOWING DELEGATIONS IN 1977:
(1) PHILLIPS/HEWITT VISIT TO PRC IN LATE JUNE;
(2) CCPIT DELEGATION TO US IN EARLY SEPTEMBER;
(3) FOOD PROCESSING AND PACKAGING MACHINERY (INCLUDING ALUMINUM CANS, QUICK-DRYING INK, AND LIGHTWEIGHT CONTAINERS) TO PRC IN MAY; (4) MINING EQUIPMENT TO PRC IN JULY OR AUGUST; AND (5) PETROLEUM EQUIPMENT TO PRC IN LATE NOVEMBER.

7. NCUSCT DEPARTED PEKING APRIL 11 FOR SHANGHAI, WUHSI, AND CANTON.

8. COMMENT: WE BELIEVE THIS VISIT HAS BEEN A PRODUCTIVE ONE FOR BOTH THE NCUSCT AND THE PRC FOREIGN TRADE CORPORATIONS. IT WENT BEYOND GENERALITIES AND DEALT IN DETAIL WITH MANY OF THE SPECIFIC, PRACTICAL PROBLEMS LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 04 PEKING 00713 140305Z

ENCOUNTERED IN US-CHINA TRADE. DELEGATION MEMBERS FOUND CHINESE OFFICIALS TO BE COOPERATIVE AS WELL AS GENUINELY INTERESTED IN FINDING WAYS OF RESOLVING MANY OF THE PROBLEMS WHICH WERE PUT FORWARD QUITE FRANKLY DURING THE PRESENTATIONS.
GATES

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 13-Apr-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977PEKING00713
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: n/a
Format: TEL
From: PEKING
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770459/aaaabzki.tel
Line Count: 145
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE
Message ID: dd36b2a5-c288-dd11-92da-001cc4696bcc
Office: ACTION EA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 77 STATE 067549
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29-Dec-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2812267
Secure: OPEN
Status: NATIVE
Subject: VISIT TO PEKING OF NATIONAL COUNCIL FOR US-CHINA TRADE
TAGS: BTRA, ETRD, CH, US
To: SECSTATE WASHDC HONG KONG
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/dd36b2a5-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009